

Garner Group Properties



How to Sell Your Oro Valley Home Faster in 2016



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1. Do not over price the home... Hire a good Realtor and ask for a CMA

This is the #1 reason homes linger on the market. Be very clear about what your price range in the neighborhood is, and stick to it. Sellers who think their home is worth \$295,000 when all the comparables have sold for \$250,000 in the last 6 months is wrong, wrong, wrong.

Stay very close to the comp prices for a faster sale.

2. Clear off the fridg and walls all of personal items / family pictures

This is often advice given by Realtors who urge clients to keep their home clutter free and clean-looking.

You may love the picture of your grandkids all over the living room walls, but potential buyers won't. They want to see clear and clutter-free walls. Likewise for countertops and bathroom vanities.

3. Clear off the counters in the kitchen and bathrooms to make it appear to potential buyers that there is enough counter space

Another reason to make counters clear – they look larger and like they have more space. Buyers love space! They want to imagine their things fitting in the room

4. Clean all the windows and clear any cob-webs.... First impressions always count

This should be obvious. Also, make sure walks are swept and no leaves or debris are in the way when a potential buyer walks up to your home. The same goes for the backyard and sides of the home.

5. If the house needs paint interior or exterior make the choice neutral

You love yellow, but you're selling, so stick with something neutral, like a light taupe, white, cream, etc. Whatever the neighborhood will bear.

6. Make sure front door looks clean / freshly painted and attractive hardware

Very important! A simple cleaning and nice coat of fresh paint with some new, gleaming hardware will make a wonderful first impression. It's a quick and relatively inexpensive way to do updating.

7. Make sure the house has a pleasant inviting smell uses of citrus / clean plug-in air fresheners

A great way to make your home fresher is to get a jar of baking soda (cheap and readily available at your grocery store), add a few drops of citrus or lavender essential oils. Mix it up and let the jar sit about a week before using. Then just sprinkle it lightly

before you vacuum (before showings) and the light, non-toxic scent will linger and freshen any room!

8. Make your home accessible... List it with a Realtor, have it input into MLS and have home on a lock-box

Make it uber-simple for buyers and agents to view your home.

9. Remove any excess furniture to make rooms look larger

It might be necessary to get a short-term storage rental and put any additional items that are cluttering a room in it until you sell. It makes all the difference in the world to have just the right furniture and not overwhelm a room with your huge overstuffed chairs and piano.



These are just a few tips to selling your home faster!

I can help you price it right, make it the home every Realtor wants to show and sell!

Call me for a no-hassle comparable report on what your home's current market value is:

520. 870-5114 www.garnergroupproperties.com